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SEPTEMBER 1st, 1900.

FALL, 1900.

LIBRARY

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SEP 10 1923

U. S. Department of Agriculture.

Southern Nursery Company

(INCORPORATED.)

Winchester, Tennessee,

Wholesale Price List TO THE TRADE.

This List is intended for Nurserymen and Dealers only. Our Price List to Planters will be Mailed upon Application.

Western Union Telegraph and Long Distance
Telephone in our Office.

EXPRESS OFFICE IN OUR BUILDING.

ROBINSON, PRINTER, WINCHESTER, TENN.

.....ANNOUNCEMENT.....

A PLEASSED CUSTOMER is the best advertisement any business can have, and the many letters received from pleased customers commending our stock encourages us to greater efforts to please; and we are leaving nothing undone in our growing department to produce trees that are fully up to the standard.

In presenting our annual trade list we wish to thank our friends and customers for the business they have favored us with in the past, and we assure them and the trade generally that the high standard of our trees will be maintained in the future as in the past.

We are now prepared to load cars on our own grounds, the N. C. & St. L. Ry. having a switch running into our packing shed.

Respectfully,

SOUTHERN NURSERY CO.

REFERENCES.

If you do not know us or anything about us we refer you to the MERCANTILE AGENCIES or BANK OF WINCHESTER. If this is not sufficient write us and we will send you a list of reliable nurserymen with whom we have done business.

OFFICERS:

N. W. HALE, PRESIDENT.

H. N. CAMP, VICE-PRESIDENT.

W. LEE WILSON, SEC. AND TREAS.

DIRECTORS:

F. H. KEAN.

F. A. PATTIE.

W. LEE WILSON.

H. N. CAMP.

N. W. HALE.

FALL, 1900.

SOUTHERN NURSERY Co.

INCORPORATED.

WINCHESTER, TENNESSEE.

WHOLESALE PRICE LIST TO THE TRADE.

This List is intended for Nurserymen and Dealers only.
Our Price List to Planters will be
Mailed upon Application.

Western Union Telegraph and Long Distance Telephone
in our Office.

EXPRESS OFFICE IN OUR BUILDING.

Terms.

Cash or satisfactory reference. If we have had no dealings with you, please send reference with order and thus save time.

To prompt paying customers we will allow 30 to 60 days when desired. To Northern nurserymen, desiring to lay in stock for Spring trade, we will ship in Fall or early Spring, and allow time for payment till June 1st.

Prices herein given are subject to change without notice, and the prices ruling at the time an order is given will be charged.

Rates.

For hundred rate add one cent per tree to the thousand rate, and for rate per ten add two cents to the thousand rate. All orders for three hundred trees or more will be billed at the rate per thousand if not less than ten of each variety. Orders for less than three hundred trees will be billed at hundred rates, and for less than ten, at ten rates. We do not bill less than five of any variety. Orders should be made in multiples of ten as near as possible.

Grades.

Our grading is done in some cases by caliper, and others by height. When graded by both, the caliper must govern. The higher number is always excluded and the lower included. The height, when named with the caliper, is only considered approximately. If you wish 5 feet trees, the 5 to 6 grade must be ordered, etc., etc.

Guarantee.

While we exercise the greatest care to have all our trees, etc., true to label and hold ourselves in readiness, upon proper proof, to replace all that prove untrue to label free of charge, it is mutually understood and agreed that our guarantee of genuineness shall in no case make us liable for any sum greater than the amount paid for the trees, etc., that shall prove untrue.

Season and Shipping Directions.

Our packing season usually begins October 1st, and continues till March 15th. We do not accept orders for trees we do not grow. Each order is taken up separately and not until ordered shipped, hence our trees go forward in fresh and perfect condition. Please give explicit shipping directions, and whether you wish trees shipped by freight or express. When no shipping directions are given, we forward according to our best judgment, but in no case do we assume any responsibility as to condition and delivery after the trees, etc., have been properly forwarded by us.

Claims, Etc.

No claims for deduction, from whatever cause, will receive consideration unless made immediately upon receipt of trees. We are always ready and willing to make things right where the claim is a just one and promptly made.

Packing, Etc.

We pack in boxes and bales. Our packers are men of experience and second to none. We have a great many letters on our files commending our packing. We charge for boxes as follows:

8 to 9 feet by 30 inches.....\$2.50

8 to 9 feet by 24 inches..... 2.00

8 to 9 feet by 18 inches..... 1.50

Bales, 25c to 50c each.

It is best to pack in boxes wherever possible, as the trees carry better and the freight rates are lighter.

Caution.

We accept all orders upon the condition that they shall be void should any injury befall the stock from frost, hail, storm, fire or other causes over which we have no control.

Substitution.

We do not substitute without permission. Please state what varieties we can substitute in case we are sold out of the varieties ordered.

Ornamental Trees.

| | | | Per 10 | Per 100 |
|-----------------------------------|--------------|--|--------|---------|
| White Birch, 6 to 7 ft., branched | <i>grain</i> | | \$2.50 | \$12.50 |
| “ “ 5 to 6 ft., “ | <i>grand</i> | | 2.00 | 10.00 |
| White Ash, 6 to 7 ft., “ | <i>grab</i> | | 2.50 | 12.50 |
| “ “ 5 to 6 ft., “ | <i>grass</i> | | 2.00 | 10.00 |
| Catalpa, 7 to 9 ft., “ | <i>grove</i> | | 2.50 | 12.50 |
| “ 5 to 7 ft., “ | <i>great</i> | | 2.00 | 10.00 |
| Silver Maple, 8 to 10 ft., “ | <i>green</i> | | 1.50 | 12.00 |
| “ “ 7 to 8 ft., “ | <i>grind</i> | | 1.00 | 8.00 |
| “ “ 6 to 7 ft., “ | <i>grip</i> | | .90 | 7.00 |
| “ “ 5 to 6 ft., “ | <i>groan</i> | | .80 | 6.00 |

Ornamental Shrubs.

| | | Per 10 | Per 100 |
|-------------------------------------|--------------|--------|---------|
| Althea, assorted, 2 to 3 ft., . . . | <i>grove</i> | \$1.50 | \$10.00 |
| Calycanthus, 18 to 24 in., | <i>grum</i> | 1.50 | 10.00 |
| Honeysuckle, ass't'd 1 ½ to 2 ft | <i>grow</i> | 1.50 | 10.00 |
| Hydrangea Grand., 1 ½ to 2 ft. | <i>graft</i> | 1.75 | 12.50 |
| Weigelia, assorted, 1 ½ to 2 ft. | <i>grub</i> | 1.50 | 10.00 |
| Spirea, assorted, 1 ½ to 2 ft., | <i>growl</i> | 1.50 | 10.00 |
| Deutzia, 1 ½ to 2 ft., | <i>grim</i> | 1.50 | 10.00 |
| Snow Ball, 18 to 24 in. | <i>grief</i> | 1.50 | 10.00 |
| Syringa, gold. lvd, 18 to 24 in. | <i>grade</i> | 1.50 | 10.00 |

Evergreens.

| | | Per 10 | Per 100 |
|--------------------------------------|-------------|--------|---------|
| Australian Pine, 18 to 24 in., . . . | <i>had</i> | \$2.50 | \$18.00 |
| Arbor Vitæ, American, 2 to 3 ft., | <i>hag</i> | 2.50 | 18.00 |
| “ Golden, 18 to 24 in. | <i>hale</i> | 2.50 | 20.00 |
| “ Compacta, 18 to 24 in. | <i>half</i> | 2.50 | 20.00 |
| “ Siberian, 18 to 24 in. | <i>hall</i> | 2.50 | 20.00 |
| Balsam Fir, 18 to 24 inches, . . | <i>ham</i> | 2.50 | 20.00 |
| Hemlock W. Spruce, 18 to 24 in. | <i>hand</i> | 2.50 | 20.00 |
| Holly, 2 to 3 feet, | <i>hang</i> | 2.50 | 20.00 |
| Irish Juniper, 18 to 24 in., | <i>hard</i> | 2.50 | 20.00 |
| Magnolia, Grandiflora 18 to 24 in | <i>halt</i> | 2.50 | 20.00 |
| Norway Spruce, 18 to 24 in., . . . | <i>harp</i> | 2.50 | 18.00 |
| White Pine, 18 to 24 in., | <i>hart</i> | 2.50 | 18.00 |
| Scotch Pine, 18 to 24 in., | <i>hash</i> | 2.50 | 18.00 |

Get our prices on Tenn. Natural Peach Pits.

Roses.

Our Roses are all on their own roots and are grown in the open ground, and are beautiful, well-rooted plants.

HYBRID PERPETUALS AND MOSSES.

Per 10, \$1.00; Per 100, \$8.00.

| | |
|----------------------|-----------------|
| Coquette des Blanche | Magna Charta |
| Gen. Jacqueminot | Mad. Chas. Wood |
| Gloire Lynaïse | Paul Neyron |
| John Hopper | Ulrich Bruner |
| | Victor Hugo |

MOSSES.

| | | |
|--------------|-----------|-----------------|
| Henry Martin | Luxemburg | Glory of Mosses |
|--------------|-----------|-----------------|

HYBRID TEAS.

Per 10, \$1.25; Per 100, \$10.00.

| | |
|------------------|-------------------|
| Augusta Victoria | Mareschal Niel |
| Bon Silene | Marie Guilot |
| Bride | Marie Henrietta |
| Cloth of Gold | Mad. Welch |
| Clotilde Soupert | Niphetos |
| Etoile de Lyon | Perle des Jardins |
| Francisca Kruger | Sunset |
| Hermosa | Safrano |
| La France | Van Houtte |

HARDY, COMMON.

Per 10, \$1.00; Per 100, \$6.00.

| | |
|-----------------|------------------|
| Baltimore Belle | Tennessee Belle |
| Madam Plantier | Queen of Prairie |
| Seven Sisters | |

MISCELLANEOUS.

Per 10, \$1.10; Per 100, \$9.00.

| | |
|------------------|----------------|
| Crimson Rambler | Pink Rambler |
| Empress of China | Yellow Rambler |

SPECIAL.

White Mareschal Niel, each 25c.

Get our prices on Tenn. Natural Peach Pits.

Cherries.

ONE YEAR, ON MAHALEB.

| | Per 1,000 |
|---------------------------------|-----------|
| 5 to 6 feet,..... <i>Carom</i> | \$150.00 |
| 4 to 5 feet,..... <i>Carbon</i> | 125.00 |
| 3 to 4 feet,..... <i>Carbox</i> | 100.00 |
| 2 to 3 feet,..... <i>Carsou</i> | 75.00 |

| | |
|-----------------|----------------|
| Black Tartarian | May Duke |
| Early Richmond | Olivet |
| Early Lamaurie | Reine Hortense |
| English Morella | Windsor |
| Gov. Wood | Yellow Spanish |

Quince.

TWO YEARS.

| | Per 1,000 |
|---|-----------|
| 4 to 5 feet, branched,..... <i>Dorrit</i> | \$75.00 |
| 3 to 4 feet, "..... <i>Dorris</i> | 55.00 |
| 2 to 3 feet, whips,..... <i>Dormant</i> | 35.00 |

Champion Meech Orange

Grape Vines.

TWO YEARS—NO. I.

| | Per 100 |
|-------------------------------|---------|
| Concord, Elvira,..... | \$2.00 |
| Ives, Clinton, Champion,..... | 3.00 |
| Hartford, Isabella,..... | 4.00 |
| Moore's Early,..... | 4.50 |
| Lindley, Perkins,..... | 2.50 |
| Catawba, Delaware,..... | 4.00 |
| Brighton, Vergennes,..... | 6.00 |

Get our Prices on Tenn. Natural Peach Pits.

Dwarf Pears.

TWO YEARS.

Per 1,000

| | | |
|--|----------------|---------|
| 3 ½ to 5 feet, ⅝ to ¾ in.,..... | <i>Dollie</i> | \$70.00 |
| 3 ½ to 5 feet, ½ to ⅝ in.,..... | <i>Dollar</i> | 60.00 |
| 3 to 4 feet, less than half-inch,..... | <i>Dollman</i> | 50.00 |

| | |
|----------------------|------------------------|
| Bartlett | Louise Bonne de Jersey |
| Buffum | Seckel |
| Clapp's Favorite | Tyson |
| Duchess de Angouleme | Vicar of Wakefield |
| Flemish Beauty | |

Standard Pears.

TWO YEARS, ON WELL-BRANCHED ROOTS.

Per 1,000

| | | |
|--|----------------|---------|
| 6 to 7 feet, ¾ to 1 in., well branched | <i>Enact</i> | \$90.00 |
| 5 to 6 feet, ⅝ to ¾ in., " " | <i>Encamp</i> | 75.00 |
| 4 to 5 feet, 9-16 to ⅝ in., " " | <i>Enchain</i> | 60.00 |
| 5 to 6 feet, whips, very fine,..... | <i>Enchant</i> | 75.00 |
| 4 to 5 feet, " " " | <i>Enchase</i> | 60.00 |
| 3 to 4 feet, " " " | <i>Endow</i> | 35.00 |

| | |
|-----------------|-----------------|
| Bartlett | Lawson |
| Bartlett Seckel | LeConte |
| Burre d' Anjou | Osband's Summer |
| Garber | Tyson |
| Howell | |

Keiffer Pears.

Per 1,000

| | | |
|-------------------------------------|---------------|---------|
| 5 to 6 feet, whips, very fine,..... | <i>Endive</i> | \$90.00 |
| 4 to 5 feet, " " | <i>Ending</i> | 70.00 |
| 3 to 4 feet, " " | <i>Ensene</i> | 50.00 |

Get our prices on Tenn. Natural Peach Pits.

Chestnuts.

TWO AND THREE YEARS.

| | | | Per 1,000 |
|---|--------------|--|-----------|
| Am. Sweet, 6 to 7 feet, branched, | <i>Flirt</i> | | \$90.00 |
| " " 5 to 6 feet, " | <i>Float</i> | | 85.00 |
| " " 4 to 5 feet, " | <i>Flash</i> | | 70.00 |
| " " 3 to 4 feet, " | <i>Flag</i> | | 50.00 |

These are especially fine.

Strawberry Plants.

Per 1,000, \$2.50; Per 10,000, \$20.00.

| | |
|------------|--------------------|
| Bubach | Michael's Early |
| Crescent | Sharpless |
| Cumberland | Tennessee Prolific |
| Gandy | Warfield |
| Jessie | |

Buds.

We can supply buds of nearly all varieties quoted in this list. Our buds are cut by experienced men and well packed. We ship all buds by express. No extra charge for packing.

| | Per 1,000 |
|-------------------------------------|-----------|
| APPLE—General list, | \$1.50 |
| Albamarle Pippin, | 2.50 |
| PEAR—General list, | 2.00 |
| CHERRY—General list, | 1.50 |
| PLUM—Japan and Chickasaw, | 1.50 |
| PEACH—General list, | 1.00 |
| APRICOT—General list, | 2.00 |
| QUINCE—General list, | 2.00 |

Get our prices on Tenn. Natural Peach Pits.

Apple Seedlings.

We will be prepared to supply our customers with Apple seedlings, as usual. These are coming from one of the best growers in the West.

No. 1, \$4.00 per Thousand.

No. 2, 3.00 " "

The above prices are F. O. B.



Tennessee Natural Peach Pits.

The crop will not be as large as usual, on account of so many bearing trees being killed or injured by the freeze of February, 1899.

We will collect them as usual and will be pleased to quote prices and send samples. It will pay you to order early if you want to obtain a supply of these prime seed.

We have our seed carefully cured and collected in the mountains, from seedling trees, and there are none better.

PRICES ON APPLICATION.

Get our prices on Tenn. Natural Peach Pits.

Peaches.

All our Peach stock is grown from wild pits, procured in the mountains of Tennessee, where Yellows, Rosetta, Root Knot or any disease incident to the Peach is unknown. The trees will be stocky and well-branched, with smooth bodies and exceptionally well-rooted. "We dig them right."

| | Per 1,000 |
|---|-----------|
| 5 to 6 feet, $\frac{3}{4}$ to 1 in., branched, <i>Adam</i> . . . | \$45.00 |
| 5 to 6 feet, $\frac{5}{8}$ to $\frac{3}{4}$ in., " <i>Ajax</i> . . . | 40.00 |
| 4 to 5 feet, 9-16 to $\frac{5}{8}$ in., " <i>Axle</i> . . . | 37.50 |
| 3 $\frac{1}{2}$ to 4 feet, $\frac{1}{2}$ to 9-16 in., <i>Arid</i> . . . | 30.00 |
| 2 to 3 feet, <i>Aras</i> . . . | 25.00 |
| 1 to 2 feet, <i>Array</i> . . . | 15.00 |

| | |
|------------------|---------------------|
| Admiral Dewey | Gold Mine |
| Alexander | Hill's Chili |
| Amelia | Jessie Kerr |
| Amsden | Kalamazoo |
| Bokara No. 3 | Lady Ingold |
| Beer's Smock | Lemon Cling |
| Bilyeu's October | Lemon Free |
| Belle of Georgia | Lewis' Seedling |
| Burke | Levy's Late |
| Capt. Eades | Mamie Ross |
| Carman | Matthews' Beauty |
| Chair's Choice | Mountain Rose |
| Chinese Cling | Nix's October Cling |
| Chinese Free | Old Mixon Cling |
| Champion | Old Mixon Free |
| Crawford's Early | Picquet's Late |
| Crawford's Late | Reeves' Favorite |
| Crosby | Salway |
| Early Rivers | Sneed |
| Early Michigan | Stevens' Rare Ripe |
| Elberta | Stump the World |
| Emma | Susquehanna |
| Family Favorite | Thurber |
| Fitzgerald | Triumph |
| Fleitas St. John | Tuskena |
| Geary's Hold-On | Victor |
| Greensboro | Waddell |
| General Lee | Wheatland |
| Globe | White Heath |
| Gold Drop | Wonderful |

Get our Prices on Tenn. Natural Peach Pits.

Apricots.

Our stock this year is the finest we have ever seen.

ONE YEAR ON PEACH.

| | | Per 1,000 |
|--|----------------|-----------|
| 5 to 6 feet, $\frac{3}{4}$ to 1 in., well branched | <i>Barrett</i> | \$100.00 |
| 5 to 6 feet, $\frac{5}{8}$ to $\frac{3}{4}$ in., " " | <i>Barron</i> | 80.00 |
| 4 to 5 feet, 9-16 to $\frac{5}{8}$ in., " " | <i>Barrel</i> | 70.00 |
| 3 to 4 feet, $\frac{1}{2}$ to 9-16 in., " " | <i>Barrack</i> | 65.00 |
| 2 to 3 feet, | <i>Barred</i> | 50.00 |

| | |
|--------------|-----------|
| Alexander | Moorpark |
| Breda | Shakoff |
| Budd | Skobeloff |
| Catherine | Superb |
| Early Golden | |

Plums.

TWO YEARS ON PEACH.

The trees are fine, and will give satisfaction.

| | | Per 1,000 |
|--|---------------|-----------|
| 6 to 7 feet, $\frac{3}{4}$ to 1 in., well branched, | <i>Candle</i> | \$65.00 |
| 5 to 6 feet, $\frac{5}{8}$ to $\frac{3}{4}$ in., " " | <i>Cattle</i> | 55.00 |
| 4 to 5 feet, 9-16 to $\frac{5}{8}$ in., " " | <i>Carron</i> | 45.00 |
| 4 to 5 feet, $\frac{1}{2}$ to 9-16 in., " " | <i>Carrot</i> | 40.00 |
| 3 to 4 feet, | <i>Carrol</i> | 30.00 |

| | |
|-------------|-----------------|
| Abundance | Prunus Pissardi |
| Botan Sweet | Prunus Simoni |
| Burbank | Red June |
| Bailey | Satsuma |
| Hale | Wild Goose |
| Hytankayo | Willard |
| Normand | Wickson |
| Ogon | Yosobe |

Get our prices on Tenn. Natural Peach Pits.

San Jose Scale, Yellows, Rosetta, Etc.

These have never been known to exist in this locality. For full report on this section, see Bulletin No. 12, New Series, U. S. Department of Agriculture, Division of Entomology, issued by L. O. Howard, U. S. Entomologist at Washington, D. C.

This report can be had free of charge, for the asking.

We have had a wide range of experience in growing trees, and we find that for the growth of healthy and thrifty stock this mountain soil is superior to any we have seen.

We have recently purchased a new farm, and will be better prepared than ever to produce a fine grade of stock in the future. We invite all our friends to come and see us, and we will take pleasure in showing you what we have.

Inspection.

See Certificate of Inspection by our State Entomologist, on Page 15. This certificate accompanies each shipment that leaves our nurseries.

Where is Winchester?

See map on Page 16, which shows our location by a red star. We are half-way between Nashville and Chattanooga, in the Cumberland Mountains, on the N. C. & St. L. Railway. The highest point between these cities is near by. We are almost surrounded by mountains, and there is no fairer country under the sun.

We are favorably situated for shipping to all parts of the United States, making connections at Nashville and Chattanooga for the North, East, South and West.

A Pleased Customer * * * *

* * * * The Best Advertisement.

THIS IS ONLY A FEW.

ALABAMA.—“I find that I have lost 279 trees, which is not so bad, considering that I bought 40,000 of you last year.”

ALABAMA.—“Your trees grow better than any I have ever bought. They showed full of life when received, and I had no fear of the result.”

MISSOURI.—“We are well pleased with your stock. We were offered stock cheaper, but prefer yours, as we know it is good, and we have no trouble with it.”

ALABAMA.—“When I left home last April I went over and examined all the 2,000 trees that came from your nursery, and there were only six trees dead, and five of these were killed by rabbits.”

IOWA.—“Your trees duly received. They came in good condition and in every way satisfactory.”

GEORGIA.—“I herewith send check for \$1,260.00 which is the amount of my bill. I have just marketed nine cars of fruit from the trees bought of you four years ago.”

ILLINOIS.—“The stock that you shipped to us came in all O. K. Apple especially very fine.”

ILLINOIS.—“I have had eighteen years' experience in the nursery business, and am glad to say that the car of stock received from your nurseries last fall was without exception the finest I have ever handled.”

MISSOURI.—“Enclosed please find draft for \$160, the amount of our bill to date. Your peach trees were much the best of any we bought this year.”

NEW YORK.—“There is a good deal of satisfaction in dealing with parties who endeavor to furnish stock strictly up to grade, and were much pleased with those we purchased from you last fall.”

ALABAMA.—“The first shipment of trees received and fine trees they are. I shall need two or three thousand more. Can you supply them?”

NEW YORK.—“The apples we received from you lately are very, very nice, and we shall undoubtedly want a car-load or two next year. We like the way you grade your stock and its general appearance.”

DELAWARE.—“Enclosed find check for amount of bill. Trees were very satisfactory in every way.”

ILLINOIS.—“Stock was fine. Would be glad to know just what you have to sell for Spring.”

TENNESSEE.—“I received my trees with entire satisfaction. Will remit balance in a few days.”

NEW JERSEY.—“The invoice of Keiffer Pear trees arrived in good order, and are in every way satisfactory. I will remember you in our future wants.”

MISSOURI.—“Peach trees received in good shape and I am more than pleased with them. Please accept my thanks for same.”

CALIFORNIA.—“Car of peach trees arrived this morning in good shape. Can you do any more?”

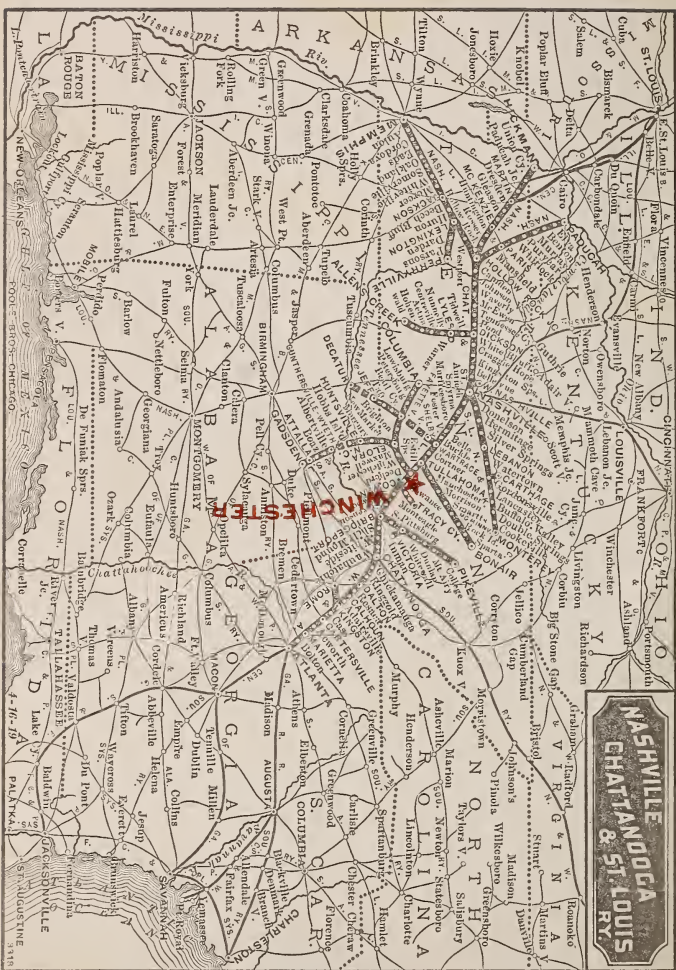
Certificate of Inspection.

TO WHOM IT MAY CONCERN:

This is to certify that the growing stock and premises of the Southern Nursery Co., of Winchester, Tenn., were inspected on August 6, 1900, and that there were no indications of the presence of the San Jose Scale, or other very dangerous insects.

Chas. E. Chamberlin.

Entomologist Tenn. Agr. Exp. Sta.



**NASHVILLE
& CHATTANOOGA
ST. LOUIS
RY**



